

## Message Text

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PAGE 01 MONTRE 00529 301450Z

ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W

-----310835Z 053670 /14

R 292158Z MAR 77

FM AMCONSUL MONTREAL

TO USDOC WASHDC

INFO SECSTATE WASHDC 8789

UNCLAS MONTREAL 529

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0061

2. 03/29/77

3. E. TOLMAN

4. 122 CANADA

5. IAD

6(A) RENE CIMICHELLA, MANAGER

6(B) STEAM AND INDUSTRIAL EQUIPMENT, LTD.

6(C) 776 HALPERN AVENUE

DORVAL, QUEBEC

7. TEL. (514) 631-6718

TELEX: -

8. --

9. 104-11

9(A) DIRECT SALE AND DISTRIBUTORSHIP

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PAGE 02 MONTRE 00529 301450Z

10. DESCRIPTION

34942XX-0000 PRESSURE REDUCING VALVES, HYDRAULIC

38220XX-0000 GAUGES FOR MEASURING TEMPERATURE

38213XX-0000 THERMOMETERS

11. STEAM AND INDUSTRIAL EQUIPMENT, LTD., HAS BEEN IN BUSINESS 30-YEARS AS AN IMPORTER, DISTRIBUTOR, AND SERVICER OF BOILER SYSTEMS AND RELATED INDUSTRIAL EQUIPMENT. EMPLOYS 10, OF WHOM 2 ARE SALES PERSONNEL. MARKETING AREA: PROVINCE OF QUEBEC AND THE MARITIME PROVINCES. SERVICE CAPABILITIES INCLUDE A REPAIR SHOP, AND AUTHORIZED SAFETY VALVE REPAIRS AND SETTING SERVICE. PRESENTLY, SUBJECT COMPANY MARKETS THE PRODUCTS OF THE FOLLOWING TWO FIRMS: DANFOSS MFG., ONTARIO (RADIATORS, MIXING VALVES); KUNKLE VALVE CO., INDIANA (PRESSURE AND RELIEF VALVES); O.C. KECKLEY CO., INDIANA (PRESSURE AND TEMPERATURE VALVES); COMMONWEALTH MANUFACTURING, ONTARIO (BOILER TUBE EXPANDERS AND CLEARNERS); SPECIALTY VALVE AND CONTROL, PENNSYLVANIA (PRESSURE AND TEMPERATURE VALVES); PICK HEATERS, INC., WISCONSIN (STEAM INJECTION WATER HEATERS); KAYE AND MACDONALD, INC., NEW JERSEY (PRESSURE AND TEMPERATURE VALVES). ANNUAL SALES VOLUME NEARLY \$1 MILLION.

12. SUBJECT FIRM SEEKS US SUPPLIERS OF THE FOLLOWING PRODUCTS: GAUGES AND THERMOMETERS, PRESSURE REDUCING VALVES FOR HYDRAULIC SERVICE, AND RUPTURE DISCS.

HARPER

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## Message Attributes

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**Review Markings:**  
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